

The Trustees
of Reservations
*Conserving the
Massachusetts Landscape*

1987 Annual Report





1987 Annual Report

The Trustees of Reservations

*Conserving the
Massachusetts Landscape*

572 Essex Street
Beverly, MA 01915
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The Trustees of Reservations is dedicated to preserving properties of exceptional scenic, historic and ecological value throughout the Commonwealth. Founded in 1891, it is a non-profit organization and the largest private owner of conservation land in Massachusetts.

Today, The Trustees of Reservations owns 70 properties totaling more than 17,500 acres, all open to the public. Through an active acquisition program The Trustees continues to save open land across the state.

Cover: Picnickers gather at the Crane Wildlife Refuge, Essex on a September afternoon. Photo by Eloise Hodges

Officers, Standing Committee and Advisory Council

Officers	Standing Committee	Advisory Council	
Henry R. Guild, Jr., <i>President</i>	Preston H. Saunders, <i>Westwood</i> , <i>Chairman</i>	Lee Albright, <i>Brookline</i>	Charles F. Kane, <i>Duxbury</i>
Thomas L. P. O'Donnell, <i>Vice President</i>	Henry R. Guild, Jr., <i>Dover</i>	Eustace W. Buchanan, <i>Beverly Farms</i>	Stephen B. Kay, <i>Brookline</i>
Hall J. Peterson, <i>Vice President</i>	Roger B. Hunt, <i>Needham</i>	Nancy Claflin, <i>Belmont</i>	Edward H. Ladd, <i>Boston</i>
Roger B. Hunt, <i>Secretary</i>	Judy Keyes, <i>Concord</i>	Arthur Clarke, <i>Boston</i>	George Mathey, <i>Ipswich</i>
Norton Q. Sloan, <i>Treasurer</i>	Thomas L. P. O'Donnell, <i>Hingham</i>	Susanna Colloredo- <i>Mansfeld</i> , <i>South Hamilton</i>	Dr. Joseph E. Murray, <i>Wellesley</i>
Peter C. Thompson, <i>Assistant Treasurer</i>	Hall J. Peterson, <i>Petersham</i>	Elizabeth M. Conahan, <i>Boston</i>	Rodger C. Nordblom, <i>Concord</i>
	Susanne LaC. Phippen, <i>Wenham</i>	Albert M. Creighton, Jr., <i>Manchester</i>	Carolyn M. Osteen, <i>Chestnut Hill</i>
	Norton Q. Sloan, <i>Ipswich</i>	John W. Delaney, <i>Dedham</i>	Samuel Plimpton, <i>Milton</i>
	Rush Taggart, <i>Stockbridge</i>	Thomas A. Ellsworth, <i>Essex</i>	Edith W. Potter, <i>Edgartown</i>
	William O. Taylor, <i>Medfield</i>	Flora Epstein, <i>Watertown</i>	Richard Prouty, <i>Holden</i>
	Marian Thornton, <i>Concord</i>	Louise Feigin, <i>Windsor</i>	Neil St. John Raymond, <i>Ipswich</i>
	Herbert W. Vaughan, <i>South Natick</i>	Ronald Lee Fleming, <i>Cambridge</i>	Henry S. Reeder, Jr., <i>Weston</i>
	Ralph B. Vogel, <i>Beverly Farms</i>	Frances Forbes, <i>Sherborn</i>	Mary Waters Shepley, <i>Manchester</i>
		Wyatt Garfield, <i>Princeton</i>	F. Sydney Smithers IV, <i>Windsor</i>
		Gale R. Guild, <i>Dover</i>	Joseph P. Spang III, <i>Deerfield</i>
		Johanna Harris, <i>Belmont</i>	Alice W. Stewart, <i>Dover</i>
		Carter H. Harrison, <i>Topsfield</i>	Peter C. Thompson, <i>Westwood</i>
		Stevin Hoover, <i>Boston</i>	Eustis Walcott, <i>Chestnut Hill</i>
		Roger B. Hunt, <i>Needham</i>	William W. Windle, <i>Brookline</i>

Note:

The lists of Officers,
Trustees, Committee
members and Staff are as
of December 31, 1987.

Full-Time Staff

Headquarters	Field	
Frederic Winthrop, Jr., <i>Director</i>	Thomas S. Foster, <i>Southeast Regional Supervisor</i>	Larry J. Simpson, <i>Cape Ann Superintendent</i>
William C. Clendaniel, <i>Deputy Director</i>	Wayne N. Mitton, <i>Northeast Regional Supervisor</i>	Albert H. Yalenezian, <i>South Shore Superintendent</i>
Elizabeth A. Bell, <i>Deputy Director for Land Conservation</i>	Stanley I. Piatczyc, <i>Western Regional Supervisor</i>	Elizabeth A. Belmont, <i>Secretary/Southeast Region</i>
Elizabeth G. Riggs, <i>Deputy Director for Development</i>	Stephen E. Bassett, <i>Charles River Valley Superintendent</i>	Joshua Burch, <i>Stockbridge Assistant Superintendent</i>
John Coleman, <i>Deputy Director for Finance and Administration</i>	Richard J. Bellevue, <i>Coskata-Coatue Wildlife Refuge Manager</i>	Michael Cuoco <i>Bartholomew's Cobble Warden-Naturalist</i>
Dr. Robert D. Deblinger, <i>Associate Director for Natural Science</i>	James Caffrey, <i>Williamstown Superintendent</i>	Mark DeMaranville, <i>Bryant Homestead Warden</i>
Molly D. Gerard, <i>Assistant Director for Land Conservation</i>	Thomas H. P. Chase, <i>Chilmark-West Tisbury Superintendent</i>	Pamela Fenn, <i>The Old Manse Administrator</i>
Eloise W. Hodges, <i>Associate Director for Public Information</i>	Robert H. Fountain, <i>Chappaquiddick Superintendent</i>	Marcel Lajeunesse, <i>Andover-North Andover Maintenance</i>
Susan B. McGarvey, <i>Associate Director for Membership</i>	Michael S. Gormley, <i>Ipswich Superintendent</i>	Harry L. Mears, <i>Crane Memorial Reservation Chief Ranger</i>
Sarah Mead, <i>Assistant Director for Development</i>	Bruce W. Harrison, <i>Windsor Superintendent</i>	Edward F. Paquin, <i>Crane Memorial Reservation Maintenance Supervisor</i>
Judith E. Daly, <i>Administrative Assistant/ Financial</i>	Robert A. Kreger, <i>Equipment Supervisor</i>	Delphine M. Phelps, <i>Western Historic House Administrator</i>
Ina Greene, <i>Administrative Assistant/ Secretarial</i>	Stephen E. McMahon, <i>Stockbridge Superintendent</i>	Peter Pinciaro, <i>Ipswich Assistant Superintendent</i>
Wendy Franey, <i>Financial Assistant</i>	Robert Murray, <i>Andover-North Andover Superintendent</i>	David P. Plante, <i>Windsor Maintenance</i>
Kristin Lake, <i>Membership Assistant</i>	Richard O'Brien, <i>Central Region Superintendent</i>	David W. Rimmer, <i>Crane Memorial Reservation Wildlife Technician</i>
Virginia C. Slack, <i>Secretary, Land Conservation</i>	Walter A. Prisby, <i>Crane Wildlife Refuge Manager</i>	Stephen Yonaitis, <i>South Shore Maintenance</i>

Report of Activities 1987

1987 was by almost any measure a success, filled with many satisfying accomplishments. These varied from a new record set by the Annual Appeal to the acquisition of significant parcels of land. It also marked a concerted effort to increase membership and public awareness of our programs. Plans for an exciting Centennial year in 1991 were begun.

Land Acquisition

Elizabeth Bell took charge of the Land Conservation Department early in the year and made a priority of preserving critical inholdings. With Assistant Director for Land Conservation Molly Gerard providing excellent technical backup in the form of map production and deed research, Elizabeth and the Regional Supervisors started knocking on doors. Over the course of 1987, neighbors at Monument Mountain, Chapelbrook Falls, Glendale Falls, Field Farm, Old Town Hill, Bear's Den, Doyle Reservation, Cape Poge Wildlife Refuge and Coskata-Coatue were contacted.

- | | |
|------------------------|--|
| New properties | Several important additions were completed, and several promising opportunities are now underway. Parcels at Old Town Hill and Monument Mountain were received as gifts and a gift in West Gloucester added to the Ipswich-Essex-West Gloucester Salt Marsh Protection Program. The Lewis and Saltonstall families demonstrated once again their commitment to land conservation by donating 73 acres adjacent to Rocky Narrows, as did Walter Hunnewell and his family by significantly extending their conservation restriction on the shores of Lake Waban in Wellesley. |
| Advisory Center | Former Assistant Deputy Director for Land Conservation Wesley Ward rejoined the Department on a part-time basis in June and by early October had updated the Land Conservation Methods booklet, making revisions where necessary in view of 1986 changes in the Federal tax laws. Production of this popular and useful book was co-sponsored by the Essex County Greenbelt Association. Wesley also conducted a study of the feasibility of establishing a conservation advisory center to assist land trusts, landowners and communities in solving their land preservation and management problems. Such a service is clearly |

Director Fred Winthrop (right front) visits Nashawena Island with Elliot Forbes and (left to right) Amelia Forbes Thomas, Nan Harris and Nancy Claffin.



Arthur Clarke

needed, and 1988 should see The Trustees performing this role at an increased level.

Misery Island campaign

Our most dramatic success in land acquisition was also our most exciting fundraiser. The campaign to save a critical one-half acre of Great Misery Island in Salem Harbor was the rallying cry for 522 people, a majority of whom were new to TTOR. They contributed over \$120,000 in less than three months, more than enough to buy the inholding and to endow its upkeep. Co-Chairmen Ralph Vogel and Mary Waters Shepley and their committee deserve high praise for their hard work and achievement.

Development

Record Annual Appeal

A solid record of successful fundraising must be considered a highlight of the 1987 season. The arrival in May of Sarah Mead as Assistant Director for Development and Kristin Lake in June as Membership Assistant helped the cause immeasurably. In addition to the Misery Island Campaign mentioned above, the Annual Appeal brought in more dollars than ever before, thanks to the fine organizational hand of Betsy Riggs, Deputy Director for Development. We are beholden to Alice Stewart, Annual Appeal Chairman, Bill Windle and Snooky Phippen, Co-Chairmen of *The 1891 Society* solicitation, to many volunteers who helped with phonathon and membership events and, of course, to the thousands who dug deep and gave generously.

Chappaquiddick campaign

Also exceeding our expectations was the effort to supplement available funds for constructing an intern and maintenance building on Chappaquiddick. A total of \$35,000 was raised, far exceeding the \$25,000 needed to complete the project. Elliot Surkin, Chairman of the Chappaquiddick Committee, Leland Brown and Lionel Spiro provided outstanding leadership for this cause.

Gifts in kind were as significant as gifts in cash this year. H. Lincoln Foster of Connecticut, international authority on rock gardens, generously gave his collection of horticultural books to the growing reference library at Long Hill. Mrs. Hugh Ward of Hamilton is contributing her time and considerable expertise in developing a card file system.

Old Manse collection

Polly Thayer Starr of Hingham has given a fabulous collection of historically significant documents relating to The Old Manse. Included are letters to the Thayer family from such prominent individuals as Thoreau, Emerson, Hawthorne, John Quincy Adams and William Cullen Bryant.

The only disappointment in charitable giving in '87 was the campaign to save the Choate House on Hog Island. The focus of support was to come from a solicitation made to scores of Choate family members throughout the country requesting help with the major repairs to the house, now 263 years old. To date, only \$13,000 has been raised toward the goal of \$100,000.

Growing membership

Win or lose, fundraising crises have a way of communicating the vital work of The Trustees. Evidence that our story is becoming better known is reflected in the increasing numbers being drawn to us. Though membership dues were increased significantly, both members and membership income continued to grow.

A major success story of '87, one which we will try to duplicate in '88, has been our first targeted direct mailing. Letters of invitation to join were sent to 4,403 members of The Nature Conservancy in Massachusetts resulting in a 6% positive response. Associate Director for Membership Susan McGarvey's initiative and energy in directing the membership program have been outstanding. Organizing events such as Discovery Day in the Northeast Region has and will continue to be a focus of her Department. Over 45 events were held in 1987, and 50 are planned for '88.

Public Information

A vital ingredient of our drive for new members has been the work of Eloise Hodges, Associate Director for Public Information. As editor-in-chief for the organization, Eloise has set a standard of excellence for all our publications, from newsletters to promotional brochures to the Annual Report. As public information officer, she has been increasingly successful in keeping The Trustees of Reservations in the public eye, developing contacts with the print and electronic media — WGBH in particular.

In '87, as before, The Trustees was active in influencing public policy, in sponsoring or participating as speakers at land use conferences or in

*Polly Thayer Starr
presents Director
Fred Winthrop with
a rare collection of
documents relating
to The Old Manse.*



Wayne Miton

assisting communities with long-range planning problems. What's new is that we are beginning to get credit for some of these efforts.

The Trustees finished the year in the black due in good part to the very successful Annual Appeal and Membership drive. Expenses were kept reasonably well under control with some slippage in legal and audit costs. John Coleman was welcomed in September as the new Deputy Director for Finance and Administration and has been working with Treasurer Norton Sloan to review and improve our financial systems.

The Properties

Of course the lion's share of both volunteer and staff effort continues to be spent on management of our 70 properties. As population pressures intensify, the problems of property management become more complicated.

Barrier Beach Ecology Program

Rob Deblinger, staff Ecologist, who in June of '87 became Dr. Robert Deblinger, Associate Director for Natural Science, has helped all of us become more aware of the ecological implications of our land management practices. Hired in '85 to help sort out our not inconsiderable deer overpopulation problems, he has most recently concentrated on establishing the Barrier Beach Ecology Program.

As owner of 19% of the privately-owned barrier beaches in the Commonwealth, we intend to manage these properties in a way which is ecologically sound and accommodating to public recreation. We believe both goals can be achieved, though not without expense. Visitor and oversand vehicle control in the form of signing, ramps, fencing and road relocation has resulted in significantly reduced erosion of sand and increased hatching of piping plovers and least terns. A less quantifiable but equally important result has been a heightened level of public awareness of barrier beach ecology.

The pressures of urban encroachment were felt perhaps most severely at Whitney and Thayer Woods in Cohasset and Hingham. That fine Reservation was subjected to timber trespass violations on one bound-

*Secretary of State
George Shultz
enjoyed the Bryant
Homestead Craft
Fair.*



Barbara Guttmosen

ary and polluted runoff from a landfill on another. Litigation to resolve these assaults remains a distinct possibility.

Litigation or no, legal assistance has been indispensable in a variety of situations. The ongoing dialogue with Smith College over the use of Notchview is one example. The successful conclusion of negotiations with the Castle Hill Foundation is another.

Integration with Castle Hill

Re the latter, an agreement was signed on December 31, 1987 making the Castle Hill Foundation an integral part of The Trustees of Reservations, ending 35 years of divided management of Castle Hill. David Scudder, Peter Madsen, Bill Shields, Norton Sloan, Wiley Vaughan and Sandy Saunders were among those who worked long and hard to resolve this matter. The upshot is that staff and volunteer supporters of both organizations are enthusiastic about the prospects of working together as a team.

Lawyers, paid or unpaid, were of no use on October 3 and 4 when a freak storm lashed Berkshire County with over a foot of snow. Field Farm and Naumkeag were particularly hard hit, but thanks to round-the-clock efforts by field staff, major damage had been cleaned up by the time of the highly successful Fall Field Trip two weeks later.

Salary review

This sort of extra effort by the field staff has become almost commonplace, but in 1987 we realized we could not take it for granted. Competing for staff in the strongest economy in Massachusetts history, The Trustees of Reservations was struck with a very high (for us) 16% turnover rate in full-time positions and great difficulty in filling vacancies, particularly at entry levels. Therefore, several months were spent this fall conducting a comprehensive salary review, the results of which are reflected in the budget proposed for FY '88. The underlying assumption of this study is that, aside from the places we save, the people who work for us are our greatest asset.

Another great asset, which is far too often taken for granted, are the people who work for us but for whom a salary review is never an issue. These are, of course, the scores of people who serve as volunteers. It is the great privilege of this Director to work with numerous individuals whose time, energy and expertise are invaluable.

Associate Director
for Natural Science
Rob Deblinger
(center) conducts
the Barrier Beach
Ecology Program
at Wasque.

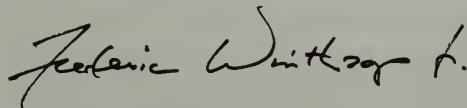


Thomas Foster

Looking Ahead

As we look ahead, there are two volunteer committees which we will rely on for guidance. One is the Long Range Planning Committee, now close to completing its final report after two years of deliberation. Its Chairman Stevin Hoover and its principal drafter Sandy Saunders have been indefatigable. The other, the Centennial Committee, is just beginning its work. Ably led by Judy Keyes, the Centennial Committee is exploring ideas on how best to celebrate 100 years of leadership in preserving places of historic interest and natural beauty.

Both committees are driven by the words of Charles Eliot, father of our founder, who said at his 1869 inaugural speech as President of Harvard University: "A good past is positively dangerous if it makes us content with the present and so unprepared for the future."



Frederic Winthrop, Jr.
Director

Property and Restrictions Acquired by The Trustees of Reservations 1987

Northeast Management Region

Old Town Hill Reservation, Newbury: 51.98 acres in three parcels extending this glacial drumlin Reservation to 372.48 acres. One parcel provides maintenance access to the meadows on top of the Hill. Another parcel on the back of "Little Old Town Hill" buffers the Reservation, while the third parcel provides invaluable upland wildlife habitat along the border of the Parker River National Wildlife Refuge estuary. Gift of Mrs. Mary P. Barton and Dr. Storer P. Humphreys.

Ipswich-Essex-West Gloucester Salt Marsh Protection Program: The remaining 50% undivided interest in 32 acres of salt marsh and a small amount of upland located off the northerly side of Concord Street in West Gloucester. Gift of Crocker and Janice V. Snow.

Southeast Management Region

Rocky Narrows, Sherborn: 73 acres in two parcels of scenic open field and extensive wetland bordering the Charles River and the Sherborn Town Forest, bringing the Reservation to 150 acres. Gift of Mrs. George Lewis, Sr. and Mrs. Dudley H. Willis, who donated a 50% undivided interest in the parcel on Forest Street and Farm Road with views across an agricultural field to the River.

Hunnewell Pinetum, Wellesley: A conservation restriction on 3.1 acres bordering Lake Waban and the Wellesley College campus which adjoins the 5.8-acre restriction given by Mrs. Minna Hunnewall in 1974. The restricted acreage contains a private horticultural preserve of every North American evergreen species as well as a number of non-native species. Gift of the Walter Hunnewell family.

*Old Town Hill,
Newbury*



Dorothy Kerper Monnelly

Land Conservation Projects Completed by the Massachusetts Farm and Conservation Lands Trust 1987

Wilder Farm, Bolton: 32 acres, including 17 acres of prime farmland, a 3.5-acre commercial apple orchard, a mill pond and woodland. A gift of Creighton Hamill, the parcel embraces stunning views of Mts. Wachusett, Watatic, Monadnock and Grace. In 1988, MFCLT will transfer a permanent conservation restriction to TTOR and sell the restricted parcel to a nearby farmer.

Monument Mountain Reservation, Great Barrington: William Snyder Gallup donated his quitclaim interest in 164 acres of rugged hardwood forest purchased by TTOR in 1985. MFCLT transferred the interest to TTOR during 1987.



*Wilder Farm,
Bolton*

Elizabeth Bell

Properties 1892-1987

First Acquired		Approximate Acreage
1892	Virginia Wood, Stoneham (to MDC, 1923; Act of Legislature)	
1894	Goodwill Park, Falmouth (taken by Town, 1950)	
1897	Mount Ann Park, Gloucester	87
1897	Rocky Narrows, Sherborn	[73] 150
1898	Governor Hutchinson's Field, Milton	10
1899	Monument Mountain Reservation, Great Barrington	503
1902	Pine Knoll, Sheffield (to Town, 1933)	
1905	Petticoat Hill, Williamsburg	60
1928	William Cullen Bryant Homestead, Cummington	195
1929	Chesterfield Gorge, West Chesterfield	161
1933	Whitney and Thayer Woods, Cohasset and Hingham	808.5
1934	Medfield Rhododendrons, Medfield	196
1934	Halibut Point, Rockport ¹	12
1935	Dinosaur Footprints, Holyoke	8
1935	Misery Islands, Salem	83.5
1936	Magnolia Shore, Gloucester (to City, 1959)	
1936	Pine and Hemlock Knoll, Wenham	14
1939	The Old Manse, Concord	8
1940	Charles W. Ward Reservation, Andover and North Andover	640
1941	Elliott Laurel Reservation, Phillipston	33
1942	Rocky Woods, Medfield	490.5
1942	Lowell Holly Reservation, Mashpee and Sandwich	135
1944	Holmes Reservation, Plymouth	26
1945	Richard T. Crane, Jr. Memorial Reservation, Ipswich	1,398.5
1946	Bartholomew's Cobble, Ashley Falls	277.5
1948	The Mission House, Stockbridge	.5
1951	Royalston Falls, Royalston	205
1952	Old Town Hill, Newbury	[52] 372.5
1952	Redemption Rock, Princeton	.25

First Acquired	Approximate Acreage
1954 Chesterwood, Stockbridge (to donor's foundation and National Trust for Historic Preservation, 1962)	
1955 Crowninshield Island, Marblehead	5
1956 Pegan Hill, Dover and Natick	32
1957 Agassiz Rock, Manchester	104
1957 Pierce Reservation, Milton	4
1959 Cape Poge Wildlife Refuge, Chappaquiddick	509
1959 Doane's Falls, Royalston	31.5
1959 Mashpee River, Mashpee	401
1959 Naumkeag, Stockbridge	46
1959 Noon Hill, Medfield	204
1960 Charles River Peninsula, Needham	29
1962 Stevens-Coolidge Place, North Andover	94
1962 Tantiusques (Graphite Mine), Sturbridge	55
1963 Tyringham Cobble, Tyringham	206
1964 Chapelbrook, South Ashfield	133
1964 Pamet River, Truro (to Truro Conservation Trust, 1985)	
1964 Glendale Falls, Middlefield	60
1966 Notchview, Windsor	3,000
1966 Menemsha Hills, Chilmark	157.5
1966 Fork Factory Brook, Medfield	135
1967 World's End, Hingham	251
1967 Wasque, Chappaquiddick	200
1968 Bear's Den, North New Salem	3
1968 Bear Swamp, Ashfield	213
1968 Weir Hill, North Andover	192
1968 Medfield Meadow Lots, Medfield	16
1970 Henry L. Shattuck Reservation, Medfield	225
1970 Albert F. Norris Reservation, Norwell	101
1970 Appleton Farms Grass Rides, Hamilton	228.5
1974 Bridge Island Meadows, Millis	80
1974 Coskata-Coatue Wildlife Refuge, Nantucket	988



Elaine Hedges

First Acquired	Approximate Acreage
1974 Cornelius and Miné S. Crane Wildlife Refuge, Ipswich and Essex	700
1975 James W. Brooks Woodland Preserve, Petersham	405
1975 Jacob Hill, Royalston	135
1975 Greenwood Farm Salt Marsh, Ipswich	138
1975 North Common Meadow, Petersham	24.5
1976 Medouie Creek, Nantucket	5
1976 Mytoi, Chappaquiddick	14
1977 McLennan Reservation, Tyringham	446
1979 Long Hill, Beverly	114
1979 Long Point Wildlife Refuge, West Tisbury	586
1980 Ipswich-Essex Salt Marsh Protection Program, Ipswich, Essex and Gloucester	[32] 57.5
1981 Doyle Reservation, Leominster	4
1983 Swift River Reservation, Petersham	439
1984 Noanet Woodlands, Dover	591
1984 Field Farm, Williamstown	254
1985 Weir River Farm, Hingham	4
1985 Stavros Reservation, Essex	73.5
1985 Ivison Field, Stockbridge	1.5
1986 Goose Pond Reservation, Lee	112
Total approximate acreage	17,678.75

Additional acreage acquired in 1987 shown in brackets [].
Partial interests in land or land subject to life interests are not included.

¹In conjunction with a joint management agreement, TTOR sold its 10,050-square foot parking lot to the Commonwealth of Massachusetts, Department of Environmental Management. TTOR members may continue to park at the lot free of charge.

Conservation and Agricultural Preservation Restrictions

First Acquired		Approximate Acreage
1972	Charles River, Sherborn (3)	81
1973	Longacre Farm, Medfield	63
1973	Prospect Hill, Chilmark	8
1974	James W. Brooks Woodland Preserve, Petersham (5)	32
1974	Castle Neck River, Ipswich and Essex (14)	247
1974	Hunnewell Pinetum, Wellesley (2)	[3] 9
1974	Mayhew Island, Chilmark	7
1975	Charles River, Westwood and Dedham	18
1975	East Hollyholm, Chilmark	75
1975	Seven Gates Farm (Common Land), Chilmark and West Tisbury (2)	1,126
1975	Trout Brook, Dover (2)	117.5
1976	Bothways Farm, Essex	99
1976	Charles River, Millis and Medfield (2)	29
1976	Charles River, Sherborn	24
1976	Ipswich River, Ipswich	30
1976	Nashawena Island, Gosnold	1,900
1976	Tiah's Cove, West Tisbury	65
1977	Charles River, Dedham (2)	139
1977	Oak Island, Ipswich	8
1977	Rockhouse Hill, West Brookfield	70
1977	Tuckernuck Island, Nantucket (6)	296.5
1977	Noanet Brook Woods, Dover	14.5
1978	Bogastow Brook, Millis	85
1978	Cape Ann Golf Course, Essex	100
1979	Stevens Field, North Andover	11
1979	Charles River, Wellesley (2)	9
1979	Seven Gates Farm (Private Lots), Chilmark and West Tisbury (4)	128.5
1980	Holly Hill Farm, Cohasset	120
1980	The Hollow, Norwell	90
1980	Parkinson Property, Medfield	82.5
1980	Halibut Point, Rockport	12.5
1981	East Branch, Westport River, Westport	17

First Acquired		Approximate Acreage
1984	Wauwinet, Nantucket	12
1984	Menemsha Hills, Chilmark	39
1984	John Wise Avenue, Essex (APR)	70
1985	Mill Farm, Dover	40.5
1985	Mattapoisett Harbor, Mattapoisett	41
1985	Charles River, Needham (4)	56
1985	Clark Farm, Sunderland (APR)	80
1986	Bartholomew's Cobble, Salisbury, CT	433
1986	Great Island, Yarmouth	230.5
1986	Monument Mountain, Great Barrington	20.5
Total approximate acreage		6,135.6

Additional acreage acquired in 1987 shown in brackets [].

Number of restrictions shown in parentheses () if greater than one.

Facing page (from top to bottom):

1. *Critical inholding research near Chapelbrook Reservation, South Ashfield*
2. *Formulation of an integrated management plan for Castle Hill, Ipswich*
3. *Special fundraising campaign for Great Misery Island, Salem Bay. Photo by Alexander Rhinelander*
4. *Gift of additional frontage along the Charles River, Sherborn*



1



2



3



4

1987 Property Highlights



Southeast Regional Supervisor Tom Foster and his wife, Jane, welcome Frances Forbes to the party at World's End.

Photo by Eloise Hodges



A corps of volunteers helped clear trails at Noanet Woodlands. Photo by Steve Bassett

1987 Volunteer



Volunteers prepare a mailing for the Misery Island campaign. Photo by Eloise Hodges



Membership Director Susan McGarvey and Director Fred Winthrop supervise the drawing on Discovery Day. Photo by Eloise Hodges



*Western Regional Supervisor Stan Piatczyc (left),
Bruce McIver (center) and John Cabot on the top
of Monument Mountain. Photo by Eloise Hodges*

Staff Activities



*Staff and board members convene for a meeting at
Crane Beach. Photo by Eloise Hodges*



*Old Manse Administrator Pam Fenn
beams over the remarkable collection of
letters received from Polly Thayer
Starr. Photo by Eloise Hodges*

Financial Report

The year 1987 was both a challenging and a rewarding period for The Trustees of Reservations (TTOR).

Before reviewing the financial results you should note three changes that are reflected in the summarized financial statements in this year's report. First, we have adopted a fiscal year ending March 31 rather than the traditional calendar year, in order that our financial results may be reported for a time period that better fits the seasonal ebb and flow of operations and management activity. Therefore, for this transition year we are reporting results for the 15-month period ending March 31, 1988. Next year we will be able to report on a 12-month fiscal period ending March 31. During this transition period, however, year-to-year comparisons are difficult. Second, at the end of 1987 we completed the merger of Castle Hill Foundation with TTOR, thus bringing closer together the two organizations that for many years have shared management responsibilities for the activities in and around the Great House on Castle Hill on the Richard T. Crane Jr. Memorial Reservation. The financial results of Castle Hill Foundation are therefore included in the consolidated statements for the period January 1, 1988 through March 31, 1988. Finally, the increased size and complexity of our financial statements have caused us, beginning this year, to choose not to include the audited statements in the Annual Report because of the extent of their details. The complete audited statements, however, are available from headquarters on request.

There were several important highlights to the financial results of the current operating fund during the past year. First, revenues at Crane Beach, the largest component of reservation receipts, were below expectations because of poor attendance, putting a squeeze on operating costs for the Reservation. In spite of this, however, total reservation receipts of \$907,000 for the fiscal period did represent a 14% increase over the prior year. Second, both the membership program and the Annual Appeal produced new record results in 1987, reflected in total contributions of \$493,000 for the fiscal period, up 21% over the prior year, and total membership revenues of \$387,000, up 39%. Our continuing efforts to broaden our base of support are showing positive results here. Finally, favorable results in these as well as other components of revenue, combined with very diligent cost control by the

management and the staff, produced a surplus of \$26,000 in the current operating fund for the fiscal period, a welcome result after the substantial deficit last year.

The surplus in the current operating fund for the fiscal period was achieved after transfers of \$300,000 to the reserve for depreciation and extraordinary expenses and \$200,000 to a new spending policy reserve. After capital expenditures of \$132,000, the balance in the reserve for depreciation and extraordinary expenses stands at \$475,000. The creation of the spending policy reserve implements a policy recommendation of both the Investment and the Long Range Planning Committees that we set aside income each year to offset the erosion of the real value of endowment by inflation.

During the past year the world experienced a very volatile, unsettling period in the financial markets. Our conservative investment policies, as implemented by our outside investment managers, stood us in good stead during this period. Our endowment funds remain intact for the future, at a time when we have a wealth of specific opportunities to pursue our mission and objectives.

Respectively submitted,
Norton Q. Sloan
Treasurer

Balance Sheet

March 31, 1988 (dollars in thousands)

	Current Operating Funds	All Other Funds	Total All Funds
Assets			
Cash and cash equivalents	747	1,528	2,275
Pooled investments, at market		13,001	13,001
Participation in pooled investments	1,365	(1,365)	0
Interest and dividend receivable		.87	87
Other assets	10	63	73
Properties and furnishings		16,018	16,018
Interfund receivable (payable)	(1,012)	1,012	0
Total Assets	1,110	30,344	31,454
Liabilities and Fund Balances			
Liabilities			
Accounts payable and accrued expenses	135	77	212
Other liabilities		82	82
Total Liabilities	135	159	294
Fund Balances:			
Unrestricted	975	1,998	2,973
Designated purposes		2,098	2,098
Revolving		1,117	1,117
Endowment		10,231	10,231
Property		14,741	14,741
Total Fund Balances	975	30,185	31,160
Total Liabilities and fund balances	1,110	30,344	31,454

Note: Complete copies of the audited financial statements are available upon request.

Statement of Revenues, Expenses and Changes in Fund Balances

for the fifteen months in the period ended
March 31, 1988 (dollars in thousands)

	Current Operating Funds	All Other Funds	Total All Funds
Revenues			
Investment income	199	994	1,193
Contributions	493	3,861	4,354
Membership	387		387
Reservation receipts	907		907
Income from trusts held by others	196	244	440
Proceeds from land transactions	23	564	587
Other income	434	126	560
Total revenues	2,639	5,789	8,428
Expenses			
Salaries and fringe benefits	2,012	210	2,222
Repairs and maintenance	283	43	326
Other operating expenses	982	736	1,718
Total expenses	3,277	989	4,266
Excess (deficiency) of revenue over total expenses	(638)	4,800	4,162
Net realized and unrealized gains (losses) on investments		(143)	(143)
Consolidation of Castle Hill Foundation		199	199
Transfers – additions (deductions):			
Special purpose	(41)	41	0
Endowment	(6)	6	0
Internally designated	(220)	220	0
Reserve for depreciation and extraordinary expenses	(300)	300	0
Investment income expended for intended purposes	1,231	(1,231)	0
Net increase (decrease) for the period	26	4,192	4,218
Fund Balances, beginning of period	949	25,993	26,942
Fund Balances, end of period	975	30,185	31,160

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A hardy group cleared trails at Chapelbrook Reservation.



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The Trustees of Reservations receives essential annual operating income from contributors to the Annual Appeal and the Membership Program. Many supporters also contribute to special fundraising projects and land acquisition funds.

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Annual Appeal and Membership Income (Unaudited)

	1987		1986	
	Amount	Donors	Amount	Donors
Annual Appeal	\$461,773	1,737	\$408,000	1,500
Membership	\$333,166	5,474	\$279,868	5,355
Total Gift Income	\$794,939	7,211	\$687,868	6,855

Contributors

The Governing Board and the staff wish to thank all those who generously supported The Trustees of Reservations in 1987. These gifts make it possible for The Trustees to maintain the effectiveness of its conservation programs and to provide the highest quality of management services at its 70 properties throughout the Commonwealth.

Though we would like to list all those who contributed to The Trustees in 1987, space limitations require that we only include members of *The 1891 Society*, or donors who gave \$1,000 or more.

In 1987, 288 members of *The 1891 Society* contributed to the Annual Appeal, Membership Program and to special projects. Gifts for special projects included contributions to the Misery Island Acquisition Fund, the Chappaquiddick Maintenance Building Fund and the Choate House Endowment Fund.

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Snooky Phippen (left), co-chairman of The 1891 Society campaign, with Alice Stewart, chairman of the Annual Appeal



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